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8 December 1958

MEMORANDUM FOR: Acting Assistant Director, Research and Reports
Director of Personnel

ATTENTION: 25X1A9a

THROUGH: Acting Chief, Economic Research Area
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FROM: 25X1A5a1

SUBJECT: Trip Report on Professional Recruiting for the
Economic Research Area at

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1. We consider the program pursued this year to be significantly improved over that followed in previous years. It is less expensive in terms of numbers of people in the field and in terms of the number of interviews required to contact interested people in the department. At each of the schools contacted, arrangements had been made by faculty members for Mr. [REDACTED] to present a short description of the ERA interest in professional personnel to graduate students interested in the prospect of professional employment by CIA. Time had been arranged at which almost all graduate students and interested faculty would be available. [REDACTED] the Geography Department, where the presentation was held, brought hot coffee from their seminar-lounge facilities and served for all of our guests. Formal notification of time and place of the meeting had been circulated discreetly to all graduate students in interested social science areas. Attached is a copy of the note circulated at [REDACTED] a like note had been circulated at Ames. Several faculty members attended the meeting at [REDACTED] unfortunately, a faculty meeting was being held simultaneously at Iowa State.

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2. Presentation of the CIA interest and the use of this meeting to answer general questions from the students was enthusiastically received by both faculty and students. The faculty members who attended felt that they had a better understanding of our interests than before and that they could better advise students on employment with CIA in the future. We thought that the students were given a more complete picture than we had been able to do heretofore in individual interviews. Moreover, we were able to eliminate -- by this presentation -- interviews with students who might be recommended by the faculty on the basis of ability but who were not interested in the type of work in which the Agency engages. This made it possible to interview fewer individuals and direct the interview to the specific individual interest.

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3. [REDACTED] is rapidly developing a fine graduate program in general economics which should provide a larger field of potential candidates for Agency employment in the future. Both of us consider the agricultural economics graduate program at [REDACTED] State to be among the best two or three departments in the country. 25X1A5a1 The faculty is being enlarged and is of high quality. There seems to be more research money than ever; this means that we will get few M.A. people except those who are not well qualified to complete a Ph.D. program or those with a desire to go to work and postpone additional graduate work. People leaving here with only the M.A. should be checked carefully in the future. Faculty cooperation with an attitude toward the Agency have been good in the past and we think are improving. We have in the last year or two had an excellent hearing from [REDACTED] Head of the Department, where he was rather cool on our initial visit under this program. Students completing their Ph.D. in Agricultural Economics are being offered between \$7,000 and \$8,500 in their first full-time job. Competition for these students comes from Department of Agriculture Field Service and TVA within government, but primarily from other major state colleges and from industrial research organizations. We think that CIA should make a special effort to secure a few Ph.D.'s from this program because of the excellent mathematical research training and experience and the emphasis of a pragmatic, operational attitude toward research. 25X1A5a1

25X1A5a1 We think that the Economics Department at the [REDACTED] has lost ground in the last year or two. The staff has been reduced by departures from which replacements have not been found in certain cases. The best quality Ph.D. graduates here are almost all going into academic appointments at salaries from \$6,000 to \$7,000. The Geography Department, on the other hand, has been strengthened and its graduate student program has been made considerably more rigorous in the sense of emphasis on research and research tools. The Sociology Department has been subject to much the same emphasis and may have some graduates of interest to ERA because of the pronounced emphasis from its chairman, Professor Saunders, on demographic research. M.A. geographers from here would usually be excellent junior analysts and can usually be had in the GS-7 to 9 range. Those with Ph.D.'s tend to go into teaching or industrial research and although teaching salaries are only \$5,000 to \$6,000, we've yet to hire a fellow from here at GS-9 or 11. Faculty cooperation in all departments is excellent and the attitude toward CIA employment for students as well. We think that the visit this year may even have strengthened the latter.

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5. The number of graduate students at each of these schools is sufficiently large and their training sufficiently directed toward the requirements of the Agency to warrant continuation of annual visits under this program.

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